

DETAILED ACTION

1. This is an Examiners Amendment and Reasons for Allowance of all claims pending after entry of the amendments herein. Claims 1-9 are allowed.

Examiner's Amendment

2. An examiner's amendment to the record appears below. Should the changes and/or additions be unacceptable to applicant, an amendment may be filed as provided by 37 CFR 1.312. To ensure consideration of such an amendment, it **MUST** be submitted no later than the payment of the issue fee.

Authorization for this examiner's amendment was given in a telephone interview with Atty William B. Kirchner (Reg. No. 22,481) on 6/16/2009.

In the claims:

Please amend claims 1, 7, and 9 as indicated below:

1. A system for managing sales processes comprising:
 - a processor; and
 - a memory for storing a database including:
 - information regarding at least one sales process;
 - information regarding a plurality of steps associated with each of the at least one sales process, the plurality of steps having a sequential order;
 - information regarding an ability to modify the plurality of steps;
 - information regarding at least one result associated with each of the plurality of steps;

means for creating at least one deal corresponding to the at least one sales process;

means for indicating completion of steps associated with the at least one sales process corresponding to the at least one deal;

means for recording at least one~~any~~ modification to a step of the plurality of steps upon a user changing any of the plurality of steps while said at least one deal is in process by said user;

means for recording at least one~~any~~ modification to one or more steps of said sales process in the at least one sales process if any modification of the plurality of steps occurs; and

means for indicating a next step to be completed based upon the indicated completion of steps.

7. A system for managing sales processes comprising:

a processor; and

a memory for storing a database including:

- data information regarding at least one sales process;
- data information regarding a plurality of steps associated with each of the at least one sales process, the plurality of steps having a sequential order;
- data information regarding an ability to modify the plurality of steps;
- data information regarding at least one result associated with each of the plurality of steps;

means for creating at least one deal corresponding to the at least one sales process;

means for indicating completion of steps associated with the at least one sales process corresponding to the at least one deal;

means for recording at least one~~any~~ modification to a step of the plurality of steps upon a user changing any of the plurality of steps while said at least one deal is in process by said user;

means for recording at least one~~any~~ modification to one or more steps of said sales process in the at least one sales process if any modification of the plurality of steps occurs; and

means for indicating a next step to be completed based upon the indicated completion of steps, wherein the next step may be any step in the plurality of steps.

9. A system for managing sales processes comprising:

a processor; and

a memory for storing a database including:

data information regarding at least one sales process;

data information regarding a plurality of steps associated with each of the at least one sales process, the plurality of steps having a sequential order;

data information regarding an ability to modify the plurality of steps;

data information regarding at least one result associated with each of the plurality of steps;

means for creating at least one deal corresponding to the at least one sales process;

means for indicating completion of steps associated with the at least one sales process corresponding to the at least one deal;

means for recording at least one~~any~~ modification to a step of the plurality of steps upon a user changing any of the plurality of steps while said at least one deal is in process by said user;

means for recording at least one~~any~~ modification to one or more steps of said sales process in the at least one sales process if any modification of the plurality of steps occurs; and

means for indicating a next step to be completed based upon the indicated completion of steps,

means for determining[e] the next step to be completed based upon the indicated at least one result, wherein the next step may be any step in the sequential order of the plurality of steps;

means for removing an indication that the step has been completed; and

means for indicating the next step to be completed based upon the removal of the indication of the completed step.

Reasons for Allowance

3. The following is an examiner's statement of reasons for allowance:

Applicant's arguments filed 3/9/2009 with respect to prior art Thompson et al (US Pat. No. 7,216,087) have been fully considered and are persuasive in view of amendments entered herein.

The closest prior art Thompson et al. does not teach or fairly suggest in view of the prior art of record, means for a user to modify steps of a sales process of a deal while the deal is in process with means for recording such changes in the sales process as modifications are made to the process by the user during the deal. Specifically, none of Thompson, alone or in combination with the prior art of record, teach or fairly suggest: *information regarding an ability to modify the plurality of steps; means for recording at least one modification to a step of the plurality of steps upon a user changing any of the plurality of steps while said at least one deal is in process by said user; and means for recording at least one modification to one or more steps of said sales process in the at least one sales process if any modification of the plurality of steps occurs* as recited in independent claims 1, 7, and 9.

The prior art Johnson et al (US Pat. No. 6,067,525) teaches an integrated computerized sales force automation system, including means for customization of the sales process “uniquely developed for each type of sales opportunity” (see Johnson, column 21, lines 1-29); however, Johnson et al. does not teach or fairly suggest the disclosed means for creating a unique sales process as having means for modifying a step in a sales process and means for recording of the modification *while the deal is in process by said user* as disclosed and recited by claims 1, 7, and 9 of the present invention.

Any comments considered necessary by applicant must be submitted no later than the payment of the issue fee and, to avoid processing delays, should preferably accompany the issue fee. Such submissions should be clearly labeled “Comments on Statement of Reasons for Allowance.”

4. The prior art made of record and listed on the attached PTO Form 892 but not relied upon is considered pertinent to applicant's disclosure.

Any inquiry concerning this communication or earlier communications from the examiner should be directed to Dave Robertson whose telephone number is (571)272-8220. The examiner can normally be reached on 9 am to 5 pm, M-F.

If attempts to reach the examiner by telephone are unsuccessful, the examiner's supervisor, Albert Decady can be reached on (571) 272-3819. The fax phone number for the organization where this application or proceeding is assigned is 571-273-8300.

Information regarding the status of an application may be obtained from the Patent Application Information Retrieval (PAIR) system. Status information for published applications may be obtained from either Private PAIR or Public PAIR. Status information for unpublished applications is available through Private PAIR only. For more information about the PAIR system, see <http://pair-direct.uspto.gov>. Should you have questions on access to the Private PAIR system, contact the Electronic Business Center (EBC) at 866-217-9197 (toll-free). If you would like assistance from a USPTO Customer Service Representative or access to the automated information system, call 800-786-9199 (IN USA OR CANADA) or 571-272-1000.

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